



Postal Regulatory Commission
901 New York Avenue NW, Suite 200
Washington, DC 20268-0001

RE: Docket No. RM 2017-12

Dear Commissioners:

I am writing on behalf of the staff and partner scientists of Galapagos Conservancy, our 12,000 loyal donors, and, most importantly, the native and endemic species of the Galapagos Islands that benefit from the conservation efforts we fund and conduct in the Galapagos Islands. We rely heavily on the U.S. Mail to raise funds and communicate with our supporters and constituents. Without the mail, our fundraising would suffer severely and, as a consequence, so would our mission.

We do not understand why there is a sudden need to increase nonprofit marketing mail rates for the nominal benefit of commercial marketing mail. This would seem to fly in the face of the rationale of the law granting nonprofits a discounted rate.

As a practical matter, injecting unanticipated increases such as those proposed here by USPS will mean that our fundraising budget will not be able to keep pace with the increase in postage costs. The inevitable result will be a sharp reduction in our use of the mail, a reduction in our revenues, and, in turn, a reduction in our ability to fulfill our environmental mission in Galapagos.

If our postage rates were to increase by 5%, and produce a corresponding 5% loss of revenue, we will be forced to cut some of our program work, namely restoring devastated populations of giant tortoises, combatting invasive species that endanger Galapagos' native species, and creating the next generation of conservation leaders in Galapagos through our groundbreaking Education for Sustainability program. Respectfully, we ask you to consider this consequence.

We urge you not to change the current system for calculating nonprofit rates. Implemented by the Postal Service ten years ago, we see no pressing need for a change, especially not one that will do such harm to all nonprofits using the mail.

Sincerely,

Lori Ulrich
Director of Membership & Marketing
Galapagos Conservancy

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September 11, 2017

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